

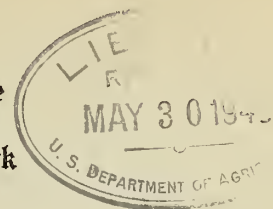
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HOME DEMONSTRATION WORK

FEBRUARY 8, 1915.

CANNING CLUB WORK AND HOME DEMONSTRATION WORK.  
(FOR AGENTS)

CANNING CLUBS.

The Girls' Demonstration Work began with the Canning Clubs in 1910 when four counties in two states were organized. The prospects are that in 1915 there will be an enrollment of 50,000 girls under the supervision of nearly 500 women agents in the 15 Southern states alone. The enrollment for 1914 was 33,173. Of these Club members 7,793 put up 6,091,237 pounds of tomatoes and other vegetables from their tenth acre gardens. These products were put into 1,918,024 cans, jars and other containers. They are estimated to be worth \$284,880.81 and nearly \$200,000.00 of this is profit. The average profit per member was \$23.30. Furthermore, these girls put up thousands of dollars worth of other products from the farms and orchards. The following county records will be of special interest:

County.	State.	Number Reporting.	Number Cans & Jars.	Value.
Alamance	N. Car.	90	55,165	\$7,039.65
Etowah	Ala.	136	46,533	5,970.17
Anson	N. Car.	60	38,540	5,016.20
Barnwell	S. Car.	33	9,220	3,327.68
Hart	Ga.	44	14,846	2,290.16
Knox	Tenn.	73	12,409	2,003.90
Daviess	Ky.	29	10,343	1,141.25
Alleghany	Va.	16	9,769	1,586.10

In addition to the above figures the Club members of Knox County, Tennessee put up 2,950 cans and jars of other products of the farm and orchard. The girls in Barnwell County, South Carolina, sold large quantities of fresh and canned pimento peppers.

The following excellent county records give totals in pounds because so many tomatoes were sold fresh at good prices:

County.	State.	Number Reporting.	Number Lbs.	Number Cans & Jars.	Value.
Hamilton	Tenn.	102	121,822	27,231	\$14,240.00
Kanawha	W. Va.	58	119,586	17,634	2,251.47
Pulaski	Ark.	172	91,049	8,944	2,766.92
Harrison	Miss.	80	33,562	4,867	1,787.95
Chester	S. Car.	58	105,204	9,754	1,539.00
Warren	Fla.	43	12,194	4,732	811.79

Special work has been done with peaches, berries, figs, scuppernongs, mayhaws, aceritas, oranges, kumquats and many other fruits of the South. Nearly 3,000 girls now belong to Poultry Clubs and several hundred have been doing fine work in Bread Clubs. Many of the best trained Club members are succeeding now with winter gardens. In all of these activities, the women on the farms have given active help. Frequently they have been enrolled to receive the instructions and have attended meetings and demonstrations. As cooperators they have eagerly followed the instructions of the county woman agent and have urged that a special work be organized for them.

As the Girls' Canning Club Work grows it becomes necessary to have more and



more system in its development. A certain amount of gradation will make for efficiency in the conduct of these Clubs. A natural and logical expansion of this work not only leads to additional crops and supplementary projects for the girls to carry out, but it also calls for some practical and useful demonstrations to be carried out by the mothers of the girls and by the adult women generally.

Thus far throughout the fifteen Southern states, the Girls' Club Work has begun with the one-tenth acre gardens in tomatoes. Tomatoes should still be the crop to start on. The study and use of the tomato should still be the course for the primary classes. Every girl who goes into the work should master this plant and learn how to utilize its product before being allowed to take up other vegetables and fruits.

Second year girls should continue to grow tomatoes on one-half of their garden space and then take up one other crop for the other half. This additional crop should be prescribed by the State Agent, and if possible, should be uniform throughout a given state, but not necessarily uniform throughout all the states. The following combinations are suggested by way of illustration:

- Tomatoes and Beans
- Tomatoes and Peas
- Tomatoes and Peppers
- Tomatoes and Okra
- Tomatoes and Beets
- Tomatoes and Onions

Winter gardens can be started on at least half of the tenth acre plots in plenty of time. Such things as lettuce, spinach and cauliflower can easily be grown on the same land that is used in summer for other vegetables. In sections where tomatoes suffer from blight or wilt, it is necessary to select another plot and perhaps stop growing tomatoes in the Club gardens.

The third year girls should grow three crops. Number one and number two should generally be the same as those grown during the second year. Number three should be decided upon by the county agent and the third year girls and should be uniform throughout a whole county. Here is where a fine opportunity will come to develop special resources in different sections. Of course, the agents and the advanced girls will study the vegetables of their county pretty thoroughly before they specialize on one which is to occupy one-third of the garden space being managed by the third year girls. We can never make a success of this work by stressing a great many varieties at once. The question of variety will take care of itself after the girls have specialized on three different crops. It is really a large undertaking to have the girls master three crops in three years and standardize the products.

Of course we realize that it will be necessary for these girls to take care of a great deal of surplus fruits from the orchards at the same time that they are taking care of their garden products, but the training given in putting up the vegetables will make them more capable of saving the fruits. In some sections it will be advisable to substitute from five to ten fruit trees for one of the vegetable crops. The club member will be responsible for the pruning, spraying and general care of these trees. Perhaps it will be well in some sections to substitute peaches for tomatoes after the first or second year. The following combinations are suggested for the third year work.

- Tomatoes, Beans and Okra
- Tomatoes, Beans and Beets
- Tomatoes, Peas and Onions
- Tomatoes, Beans and Cucumbers
- Tomatoes, Beans and Egg Plant
- Tomatoes, Pepper and Okra
- Tomatoes, Pepper and Salsify





Tomatoes, Pepper and Parsnips  
Tomatoes, Pepper and Carrots  
Tomatoes, Pepper and Horseradish

Of course many other satisfactory combinations are possible. It is hoped, that the State and County Agents will decide upon the crops for the second and third year girls just as soon as possible and report same to the Office of Farmers' Cooperative Demonstration Work.

The Club members should gradually work their tenth acre gardens into perennial vegetables and fruits. This line of endeavor should certainly begin at the end of the third year and in many cases at the beginning of the third year. The perennials can be substituted for some of the annual vegetables and the girl given credit for the condition of the part of the garden containing the perennial. It is desirable to have the perennial rotation begin to bear fruit by the fourth year, if possible. By the time a club member gets the perennial crops well established in her garden she will probably be going off to high school or college. Her little garden and orchard will be carefully looked after in her absence because it will be a constant reminder to the rest of the family of her energy, devotion and perseverance. Such a garden will be kept as a lasting and much valued memorial. The following crops are suggested for a permanent garden on the tenth acre plot:

Strawberries, Asparagus and Cherries  
Raspberries, Rhubarb and Plums  
Gooseberries, Asparagus and Peaches  
Blackberries, Rhubarb and Figs  
Strawberries, Asparagus and Quinces  
Strawberries, Rhubarb and Pears  
Blackberries, Asparagus and Pecans  
Currants, Asparagus and Grapes  
Blackberries, Figs and Scuppernongs  
Strawberries, Figs and Oranges  
Currants, Asparagus and Cumquats

If our agents and girls can establish several thousand gardens like this in five years time, we shall have established a great system of instruction through first-class object lessons and excellent demonstrators. Of course in carrying out such a system there will be much teaching and practice in making preserves, jellies, marmalades, pickles and similar products. Incidentally there will be some good work in sewing because the club members will make their caps and aprons and in a short while they will be making uniform dresses for use in the kitchens and on public occasions.

#### HOME DEMONSTRATION WORK.

The cooperative work carried on by the Office of Farm Demonstration Work and the State Colleges of Agriculture, has from the beginning emphasized the plan of organization which provides for the efficient, devoted, county woman agent employed for as long a term as possible and instructed and supervised by the state agent. This plan of personal leadership and supervision is the basis of all successful work. The time of employment of the county agent has increased rapidly so that many are now employed from eight to twelve months in the year. The ideal now being striven for is the well-trained, efficient, woman agent in every county employed for the entire year. Now that the worth of the work has been established and it has been sufficiently proved that it can not be successfully done without close supervision all the year around, it is our policy, for the coming year, to get just as many counties on this basis as possible regardless of any extension of territory. In those counties, as rapidly as the girls' work shall become well established and the agent's efficiency proved, demonstration work for women shall be developed. It is important that this be done as promptly as is consistent with thorough work so that, as funds become available from the Smith-Lever Bill for the salaries of women agents, there shall be in existence a practical well-





established system of Home Demonstration Work with tabulated results for enough counties to be convincing as to the soundness and worth of the scheme.

It is assumed and understood that the mothers and adult women generally aid the girls in various phases of their work. The time has come in the process of the development of our organization when the women should make some demonstrations themselves. Naturally they are much interested in the products put up by the girls and they are studying with them the best means to utilize such products. A county agent who has done one year's successful work can easily and readily go into the homes with some first-class recipes and aid in some cooking demonstrations which will give increased zest and interest to the work already done by the girls. The canned products in the pantry should be utilized extensively in these recipes.

It is very desirable, however, that the women undertake some demonstrations of their own. It is worth while to select some things for their demonstrations which are closely connected with the homes and which are difficult enough to require much skill and intelligence. We should always keep in mind that in any line of the Demonstration Work we are simply trying to raise standards and averages. To this end, we must use very largely the practices of the most successful people in the counties where we work. Let us never assume an air of superiority but rather one of helpfulness.

Our women demonstrators can well begin with chickens. Poultry products are used very extensively in farm homes and there should be a large surplus for sale from every farm. Each agent should instruct her demonstrators in shipping by parcels post and express, using the most modern and inexpensive containers for such purpose. It will not be difficult, in the average community, to get 10 or 12 women to grade all the eggs they want to sell and then sell cooperatively. Egg-selling associations can be organized and put on a solid basis very quickly. Chickens make a good subject for demonstration because the results can easily be put into statistical form and the profit feature can be properly stressed. It is always worth something for a demonstrator to be able to make money on the demonstration. The county agent will have an excellent opportunity to get a limited number of demonstrators to secure the same breed of chickens and then gradually improve the stock of the whole community. It has been suggested that all products offered for sale by the women demonstrators use the "5-H Brand" instead of the "4-H Brand". The additional "H" meaning home.

In cooking and serving the products put up by the girls, as well as those grown by the women, there will be a need for simple demonstrations in improved kitchen equipment and utensils. The fireless cooker will be one of the first devices to be used. Every agent should know how to make an effective one at small cost. She should know, also, where to secure the most inexpensive and successful kerosene stove which will not cost much but will enable the housewife to heat the food, and the soap stones or discs to be put into the fireless cooker, without the necessity of building a hot wood or coal fire, especially in the summer time. Some of our agents have already made these cookers and given demonstrations in cooking Creole chicken, thus utilizing some of the vegetables put up by the girls, and at the same time bringing in the whole subject of the proper cooking of meats.

Just as soon as demonstrations have been made in cooking meats and vegetables, there will be a demand for some similar work with bread. A great field of work will open up when it comes to teaching bread making. A live agent will be an expert along that line and she will be able to give advice in regard to inexpensive bread mixers, kitchen cabinets, egg beaters and everything along that line which will save labor and increase efficiency.

Logically the next step will be with milk and butter. Here, too, another great field will open up. This is a line where great improvement is needed, and the number of housekeepers who may be held up as standards is relatively smaller

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than in any other phase of work that we shall undertake. The opportunities for financial success based upon good work are very great also. Here, too, the agent will have to have expert knowledge in regard to the best churns, the simplest and most useful butter molds and everything else which will bring about better conditions in handling dairy products. At this point, too, will necessarily come in much instruction in regard to cleanliness and sanitation. Cleaning devices, such as dish-washers, vacuum cleaners and other conveniences, will be introduced. After the demonstrations have proceeded thus far, it will probably not be so difficult to have the doors and windows screened, to use ingenious fly traps to catch the few flies that get into the house in spite of the screens, and also to have the greatest care exercised in the disposition of garbage and filth.

While the above program is being carried out a progressive agent will find frequent opportunity to gain the confidence of her demonstrators by suggesting many useful devices and utensils, which are inexpensive and can frequently be made by the men and boys in the homes. An ironing board fastened on the wall at the top of the wainscoting with a hinge and with a folding leg to rest on when it is in use, and a button to fasten it up to the side of the wall when not in use, will be used by many. Some will get kerosene and gasoline irons; others dish washers; others cherry seeders and patent parers for apples, peaches and other fruit; some washers and wringers; some wheel trays, and many other conveniences which are very much needed and which have been thus far neglected. When our agents generally promote these things they will start many manufacturers to work along the same lines. Many bright and ingenious minds will devise other conveniences and utensils. It will be worth much to focus thousands of minds on the question of improved devices and labor saving conveniences for the home.

It is very important to make a start and have each demonstrator carry out some useful and profitable line. Success with one demonstration really creates a desire to undertake others. It will not be long before our agents will be able to get many demonstrators to install water works. No line of this work is more important than to get running water into country homes. It is worth while therefore, for each agent to inform herself in regard to all inexpensive and effective systems of establishing water works under different conditions in the country.

When a demonstrator succeeds with two or three of the things herein outlined she will naturally find other useful things to do. The tendency of the whole program is to lead to the improvement and beautification of the home. Although we may have in mind the desirability of making the homes attractive and making the people anxious to remain at the old homesteads and build them up, we can accomplish this only by taking one step at a time. One success calls for another. We can achieve the ultimate object easier in this way than we can by trying to do all of these things at once.

O. B. MARTIN,  
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